

PROCUREMENT OFFICER'S DETERMINATION  
Intergovernmental Cooperative Purchasing  
COMAR 21.05.09.04

Department/Procurement Agency: Department of General Services

Contract Term: One Year (with one, one-year renewal option)

Amount: Estimated \$400,000 (this is for the base year and option year)

Category: Information Technology

Contract Type: Fixed Price

Name and address of selected Contractor: To be determined by issuing a request for quotation to the four NASPO ValuePoint contract resellers identified by Delinea.

**Scope Description:**

Purchase of the following Delinea products/services:

Privilege Manager Cloud – One Year subscription license – Client T8- SAAS - Standard Support 24x7 support, 10,000 users

Centrify Server Suite – Standard edition – 1 system -SAAS – Standard support, 150 users

Privilege Manager – Professional Services – 48 hours of remote consulting for project setup, configuration, and training

The Department of Information Technology (DoIT) requires the Privileged Access Management (PAM) solution this year. It is unclear if we will need this particular product beyond one year. Ideally, the PAM functionality is in DoIT's planned Okta implementation, however their product is not yet available for purchase and is scheduled for release near the end of the calendar year. Once it is available through Okta, DoIT's intention would be to move to that tool instead. One, one-year renewal option has been included in the term for this purchase to allow for the possibility of any delays to the release of the Okta product.

DoIT administers over 10,000 user endpoints and hundreds of servers on behalf of agencies which participate in DoIT Enterprise managed IT services. This requires a multitude of administrators to be able to access the devices with elevated access privileges across more than 30 different network domains. Additionally, DoIT inherited operational responsibility of these networks with years of legacy configurations to contend with, the environment includes many standard users who have been provided administrative rights at one time or another. Effectively managing the elevated and privileged access to the systems DoIT controls with the tools we use today is no longer scalable or effective. The Delinea purchase will provide the functionality to remediate related security assessment findings and provide an appropriate platform for efficient and secure management of administrative access rights.

The scope of our use of the product is directly related to the number of user endpoints under DoIT management. At this time, it does appear likely that DoIT will take on any significantly large numbers of additional endpoints over the next few years, but if that happens then the use of this system would grow.

### **Basis for Selection:**

DoIT's evaluation of PAM products focused on those which are leaders in the industry, and which are produced by vendors who supply other products we use within our environment. The two most closely evaluated were from Delinea and BeyondTrust. DoIT participated in a series of product demonstration sessions and scoping conversations with each vendor in January and February this year.

Delinea's product (formerly known as Centrify) is a leader in the industry, scoring highly in the independent 3rd party evaluations from Gartner. Additionally, DoIT already uses another product from Delinea called Secret Server (formerly known as Thycotic). Both of these products have long been partnered with Okta, so knowing they will easily integrate with our planned Identity platform is attractive. However, even if the Okta procurement is not approved, these two products from Delinea, PAM and Secret Server, will still be necessary and will work well together to remediate security vulnerabilities.

The PAM product from BeyondTrust actually ranked highest in Gartner evaluations, however our technical teams found the solution to be lacking in certain desired functionality and more difficult to implement and use. DoIT uses another BeyondTrust product in our environment, called Bomgar, but it is not directly related to security or user access control, so there is no significant synergy. Additionally, the quote from BeyondTrust for similar functionality as that provided in this procurement was \$305,571.02 for one year.

The use of this procurement method will reduce the time-period between need determination and delivery of the solution; will ensure expeditious transparency to the citizens of Maryland and reduce the administrative burden on DGS. In accordance with COMAR 21.05.09.04, it is determined that this Participating Addendum will provide cost benefits to the State, will promote administration efficiencies, and promote intergovernmental cooperation. The Participation Addendum is in the best interest of the State and is not intended to evade the purpose of Division II of the State Finance Procurement Article.

Determination By:

*Susan Howell*  
Susan Howell (May 27, 2022 15:56 EDT)

Date: May 27, 2022

DoIT, Procurement Officer

Approved by:

*Michael Leahy*  
Michael Leahy (May 27, 2022 16:03 EDT)

Date: May 27, 2022

DoIT, Secretary (or designee)

Approved by:

*N. P. Zimmerman*

Date: 05/31/2022

DGS Chief Procurement Officer